

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-16 ISO-00 EB-11 RSC-01 /029 R

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COM/BIC/OED/MEPD/JHEAGEN
COM/BIC/OED/MEPD/JMSANDS, DIR.
STATE/ARA/BR/DKEMP(PHONE)

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O R 261855Z APR 74

FM SECSTATE WASHDC

TO AMEMBASSY BRASILIA IMMEDIATE

AMCONSUL RIO DE JANEIRO IMMEDIATE

INFO AMCONSUL SAO PAULO

AMCONSUL PORTO ALEGRE

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E.O. 11652: N/A

TAGS: BEXP, BR

SUBJECT: MAJOR PROJECT: RAILCARS FOR BRAZIL

REF: BRASILIA 2713, PREVIOUS

1. PULLMAN-STANDARD INTENDS SEND FOLLOWING TEAM TO RIO ON WEDNESDAY, MAY 1, EVENING FLIGHT; ELWYN AHNQUIST, PRESIDENT, STAN BROWN, V.P. MARKETING, RONALD BAKER, V.P. INTERNATIONAL, RICHARD GRIFFIN, ASSISTANT TO PRESIDENT.

2. PULLMAN TEAM WISHES MEET WITH GEN. GONZALVES OF REDE THURSDAY AFTERNOON MAY 2, THEN FLY TO BRASILIA FOR FRIDAY MAY 3 MEETING WITH MINISTER OF TRANSPORTATION IF POSSIBLE. PULLMAN SCHEDULE IS FLEXIBLE, ESPECIALLY RE AVAILABLE TIMING OF MEETINGS WITH REDE AND MINISTER TRANSPORTATION WHILE TEAM IN BRAZIL. HOWEVER, SINCE GROUP REPRESENTS FIRM'S KEY MANAGEMENT, RESCHEDULING ENTIRE TRIP MAY BE DIFFICULT.

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3. PULLMAN BELIEVES PRESENCE ITS AGENTS, FERRAGENS SANTOS,

WOULD BE USEFUL AT MEETING WITH MINISTER TRANSPORTATION BUT
WOULD APPRECIATE EMBASSY ADVICE WHETHER THIS WOULD BE APPROPRIATE.

4. DUE SHORT TIME BEFORE GROUP'S PLANNED DEPARTURE,
EARLIEST RESPONSE ON AVAILABILITY GONZALVES AND MINISTER
TRANSPORTATION WOULD BE APPRECIATED.

5. FYI: AFTER APRIL 23 REDE BID OPENING, PULLMAN VERY EN-
COURAGED ABOUT ITS COMPETITIVE POSITION. BELIEVES THERE
EXCELLENT CHANCE OBTAIN SUBSTANTIAL VOLUME OF BUSINESS.
KISSINGER

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